WATERFORD TOWNSHIP

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TO: The Honorable Township Board

FROM: Jared Black, IT Director

DATE: August 19, 2020

SUBJECT: Purchase of Storage Area Network Equipment

Data on our network servers is one of the most valuable assets we have. We have a number of servers that provide services for various functions, including financial records and transactions, payroll, document archival, day-to-day office document sharing, GIS data, email, and specific, departmental applications for things such as building permits, site plans, Assessing data, recreation programs, election information, the phone system, etc. Most of our servers share a high-performance data storage system known as a SAN ("Storage Area Network"). This SAN system is extremely critical to the integrity of our data and the functioning of the Township's IT systems. The health and stability of our SAN system is probably _the_ most important concern in our IT infrastructure.

The SAN we have in place now has been running for approximately six years. We have known that the day would come when it would need to be upgraded, and we had devised an upgrade road map that involved two steps: 1) upgrade the infrastructure that connects the SAN to the server equipment in 2020, and 2) upgrade the actual SAN hardware in 2021. We purchased the equipment necessary to do step #1 earlier this year, but when we attempted to install it, we ran into some unforeseen problems which made it clear that we really need to do step #2 as soon as possible. Due to these issues, we have not been able to make full use of the equipment purchased for step #1 because we really need to complete both steps at the same time.

In addition to these implementation concerns, the SAN that is currently in use has shown itself to be inadequate for the current usage scenario, which has jeopardized the stability and reliability of our mission-critical server systems and data. At least twice this year we have experienced extended down time episodes most notably affecting the email system due to performance issues on the current SAN (basically, the system isn't able to store and retrieve data fast enough to meet the demand placed on it by our servers).

Although we hadn't specifically budgeted for this purchase in 2020, there is money in the General Services Capital Computer special projects budget line item (12480-97133-ISERV) if we change some priorities.

Although the current SAN system is inadequate for the current usage, it would be perfectly fine for storing backups of our data, which is a use that is much less demanding in terms of reading
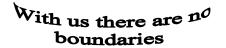
With us there are no boundaries

and writing data. It happens to be the case that one of the items we *have* budgeted for in 2020 is $20,000 for a data backup system, which is something for which the current SAN can be repurposed. If we repurpose the current SAN for data backups, then we won't need to spend that $20k on a backup system. There is also an additional $20,000 that was budgeted in 2020 for unrelated projects we have opted not to pursue this year. So there will be $40,000 worth of budget dollars available in this budget line item. This should cover the needs of this SAN project, therefore a budget amendment will not be required.

We asked our established systems vendor, Inacomp, for a quote on a new higher performance SAN system. The price for the new system being recommended is $35,165.10, as shown on the attached quote. The pricing is based on the REMC pre-bid government contract, and, as such, according to the Township procurement policy does not require sealed bids or competitive quotes. Additionally, Inacomp is on the 2020 Single Source Vendor list for server equipment due to "Compatibility with current equipment or system for maintenance, support, replacement, auxiliary system and/or upgrade."

I have discussed this with the Township's budget and finance team, and they are in agreement that this is something we will be able to do within budget.

At this time, I would like to request approval of the purchase of Storage Area Networking hardware from sole-source vendor Inacomp for $35,165.10 per the attached quote.

Date:
8/12/2020
Quote #

Inacomp TSG
17250 W 12 mile rd
southfield, MI 48076
Phone: 248.559-5700

Customer: waterford Township
Contact: Jared Black
Address: REMC Contract

Inacomp TSG is pleased to provide you with the following estimate for products and/or services.

Line	Qty	Part Number		Description	Unit Price	Ext. Price
	1	Q8H72A		HPE NS HF20 Hybrid CTO Base Array	$13,960.23	$13,960.23
	1	Q8B68B		HPE NS HF20/20C Hybrid 21TB FIO HDD Bndl	$5,369.32	$5,369.32
	1	Q8B86B		HPE NS 2x10GBASE-T 2p FIO Adptr Kit	$1,789.77	$1,789.77
	1	Q8G27B		HPE NS NOS Default FIO Software	$0.00	$0.00
	2	Q8J18A		HPE NS NEMA 5-15 to C13 US FIO Pwr Cord	$0.00	$0.00
	1	Q8J29A		HPE NS HF20 R2 2.88TB FIO Cache Bndl	$7,731.82	$7,731.82
	1	R3P91A		HPE NS AF/HF Array Standard Trk	$0.00	$0.00
	1	HT7A1A3		HPE NS 3Y NBD Parts Exchange Support	$0.00	$0.00
	1	HT7A1A3	ZED	HPE NS HF20/20C Hybrid 21TBHDD Bndl Supp	$1,012.75	$1,012.75
	1	HT7A1A3	ZE6	HPE NS HF20 2.88TB Cache Supp	$1,378.93	$1,378.93
	1	HT7A1A3	ZEB	HPE NS HF20 Hybrid Base Array Supp	$3,318.63	$3,318.63
	1	HT7A1A3	ZES	HPE NS 2x10GBASE-T 2p Adptr Supp	$603.66	$603.66
				total		$35,165.10

It is my personal goal as well as Inacomp's goal to provide you with exceptional customer service. Should you ever feel that we are falling short of that, please do not hesitate to call. I appreciate your business and the opportunity to serve you!

Jamie J. Ogden
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*This quote is valid for a period of 30 days. Please request updated pricing after 30 days. Thank you.